

# Closed - Won Opportunities with Product Detail

Date Range: After January 1, 2006

## Allison Mikola

### 2: Needs Assessment

<b>Company</b>	Circle Photography	<b>Open Date</b>	7/30/2005	<b>Days Open</b>	292	<b>Probability</b>	100%
<b>Contact</b>	Jonathan Jenkins	<b>Last Edit</b>	4/3/2006	<b>Referred by</b>			
<b>Opp. Name</b>	New Opportunity	<b>Est. Close</b>	5/18/2006	<b>Competitor</b>			

Product	Quantity	Cost	Price	Discount	Adj. Price	Total
Sunday Park Basket	15.00	\$42.60	\$96.00	0.00%	\$96.00	\$1,440.00
						<b>\$1,440.00</b>

### 1: Initial Communication

<b>Company</b>	KKQS Radio	<b>Open Date</b>	5/22/2006	<b>Days Open</b>	-35	<b>Probability</b>	100%
<b>Contact</b>	Bill Craig	<b>Last Edit</b>	4/3/2006	<b>Referred by</b>			
<b>Opp. Name</b>	Coffee Service - Quarterly order 3	<b>Est. Close</b>	4/17/2006	<b>Competitor</b>			

Product	Quantity	Cost	Price	Discount	Adj. Price	Total
Bulk Coffee	85.00	\$3.75	\$8.99	0.00%	\$8.99	\$764.15
						<b>\$764.15</b>

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## Chris Huffman

### 4: Negotiation

<b>Company</b>	Ace Pet Store	<b>Open Date</b>	4/29/2006	<b>Days Open</b>	32	<b>Probability</b>	100%
<b>Contact</b>	Sandy Ryan	<b>Last Edit</b>	4/3/2006	<b>Referred by</b>	Trade Show		
<b>Opp. Name</b>	Christmas Promotion	<b>Est. Close</b>	4/27/2006	<b>Competitor</b>	AU Chocolates and Gifts		

Product	Quantity	Cost	Price	Discount	Adj. Price	Total
Bulk Chocolate	50.00	\$6.49	\$10.99	0.00%	\$10.99	\$549.50
Bulk Coffee	50.00	\$3.75	\$8.99	0.13%	\$7.85	\$392.50
						<b>\$942.00</b>

### 1: Initial Communication

<b>Company</b>	Hospital de la Gente	<b>Open Date</b>	4/25/2006	<b>Days Open</b>	-3	<b>Probability</b>	100%
<b>Contact</b>	Silvia Carlini	<b>Last Edit</b>	4/3/2006	<b>Referred by</b>	Web Site		
<b>Opp. Name</b>	Testing Chocolate Sampler	<b>Est. Close</b>	5/2/2006	<b>Competitor</b>	Sweet's Candies		

Product	Quantity	Cost	Price	Discount	Adj. Price	Total
Coffee Sampler	1.00	\$6.49	\$12.99	0.00%	\$12.99	\$12.99
						<b>\$12.99</b>